

# Save the Date

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- Upcoming DoD T2 Virtual Trainings
- **3 February:** Institute for Defense Analyses (IDA) Partnership Intermediary Study Out-briefing (registration will go live on 19 January).
- **17 February:** Partnership Intermediary 101 by John Dement, OSD T2 (registration will go live on 2 February).
- **3 March:** National Security Innovation Network (NSIN) Overview (registration will go live on 16 February).
- Same time, same place...



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# The Economic Impacts of DoD CRADA Activities from 1996-2019

FLC & T3WG

**Wednesday, January 20<sup>th</sup>**

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## Objectives of Study

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- Quantify the overall contribution of CRADAs on the U.S. economy and defense mission
- Highlight technologies discovered from intramural research that have had successful impacts on the warfighter
- Conduct a pilot study to determine CRADAs economic impacts on the U.S. economy
- Help ORTAs relay CRADA impacts to senior leadership officials

## Scope

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- Surveyed all CRADAs issued between 1996 - 2019 for the Army (DEVCOM-AvMC), Navy (NSWC Crane), Air Force (AFRL 711<sup>th</sup>) – 645 CRADAs
- Surveyed 413 companies, ending with a 97% response rate
  - ✓ 26% of CRADAs resulted in sales of products or services
  - ✓ 54% of CRADAs with sales were from large businesses 500+ employees
- Analyzed overall economic impact results with IMPLAN, using survey results as inputs

## CRADA Sales by Category (1996 - 2019)

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Sales Category	Total
Commercial Sales	\$ 1.5 billion
Military Sales	\$ 4.9 billion
Follow-on R&D	\$ 2 billion
Sub-Licensing & Spinoff Sales	\$ 318.4 million
<b>TOTAL Combined Sales</b>	<b>\$ 8.7 billion*</b>

\*Numbers may not total due to rounding

## Total Economic Impacts from DoD CRADA Agreements (1996 - 2019)

Branch	Direct Sales (billions)	Total Impact (billions)	Total Employed	Total Labor Income (billions)	Value Added (billions)	Tax Revenue (billions)
AFRL 711th	\$0.9	\$2.2	10,857	\$0.8	\$1.2	\$.3
DEVCOM-AvMC	\$5.0	\$13.7	65,857	\$5.0	\$7.6	\$1.7
NSWC Crane	\$2.8	\$7.3	42,216	\$3.2	\$4.6	\$1.0
<b>TOTAL</b>	<b>\$8.7</b>	<b>\$23.3</b>	<b>118,929</b>	<b>\$9.0</b>	<b>\$13.3</b>	<b>\$3.0</b>

Source: TechLink Survey; National IMPLAN Model

\* Numbers may not total due to rounding

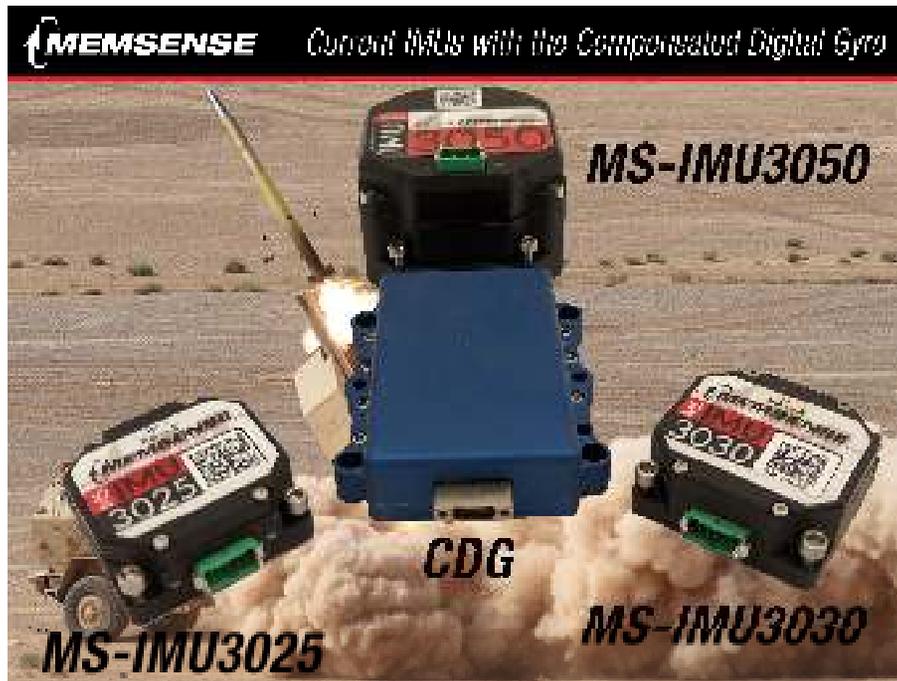
# Impacts on the Warfighter

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- CRADA research plays a major role in advancing DoD technology for the U.S. Warfighter
  - ✓ \$4.9 billion in sales of products based on DoD CRADAs
  - ✓ 56% of CRADAs with sales were to the U.S. Military
  - ✓ \$75.2 million in outside investments
  - ✓ 9 new companies launched based on CRADA technology
  - ✓ 7 companies acquired based on CRADA technology
  - ✓ Success stories directly impacting the warfighter
- Most importantly CRADAs connect DoD research with the National Security Innovation Base, including traditional and non-traditional defense partners

# Army Impacts on Warfighter: Advanced Missile Sensor

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# Air Force Impacts on Warfighter: ACCES<sup>®</sup> (Attenuating Custom Communications Earpiece System)

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# Navy Impacts on Warfighter: Microelectronics & Anti-Tampering- Trident Missile

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# Questions

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